

PRE-PROPOSAL CONFERENCE

Solicited Public Private Partnership Request for Conceptual Phase Proposals

RFP2000001682

An optional pre-proposal conference will be held on July 23, 2015, at the Fairfax County Government Center, 12000 Government Center Parkway, in Conference Room 2-3, Fairfax, Virginia at 2:00 P.M. The purpose of this conference is to allow potential offerors an opportunity to present questions and obtain clarification relative to any facet of this solicitation.

While attendance at this conference will not be a prerequisite to submitting a proposal, offerors who intend to submit a proposal are encouraged to attend, and to bring a copy of the solicitation. Any changes resulting from this conference will be issued in a written addendum to the solicitation.

All questions pertaining to this RFP should be submitted in writing to dpsmteam2@fairfaxcounty.gov prior to the pre-proposal conference.



FAIRFAX COUNTY

DEPARTMENT OF PURCHASING & SUPPLY MANAGEMENT
12000 GOVERNMENT CENTER PARKWAY, SUITE 427
FAIRFAX, VIRGINIA 22035-0013

www.fairfaxcounty.gov/dpsm

V I R G I N I A

TELEPHONE: (703) 324-3201 FAX: (703) 324-3228 TTY: 1-800-828-1140

ISSUE DATE: June 30, 2015	SOLICITED PPEA REQUEST FOR PROPOSAL NUMBER: RFP2000001682 (Part 1)	TITLE: Reston Town Center North Redevelopment
DEPARTMENT: Department of Public Works and Environmental Services	DUE DATE/TIME: August 20, 2015 @ 3:00PM	CONTRACT SPECIALIST : George Bright george.bright@fairfaxcounty.gov or 703-324-3215

Proposals - In accordance with the following and in compliance with all terms and conditions, unless otherwise noted, the undersigned offers and agrees, if the proposal is accepted, to furnish items or services for which prices are quoted, delivered or furnished to designated points within the time specified. It is understood and agreed that with respect to all terms and conditions accepted by Fairfax County the items or services offered and accompanying attachments shall constitute a contract.

Note: Fairfax County does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment in the performance of its procurement activity.

NAME AND ADDRESS OF FIRM:

Telephone/Fax No.:

E-Mail Address:

Federal Employer Identification No or

Federal Social Security No.(Sole
Proprietor)

Prompt Payment Discount: ___% for payment within ___days/net
___days

State Corporation Commission (SCC)
Identification No.

By signing this proposal, Offeror certifies, acknowledges, understands, and agrees to be bound by the conditions set forth in the General Conditions and Instructions to Bidders as described in Appendix A, the Certification Regarding Ethics in Public Contracting set forth in Appendix B, and by any other relevant certifications set forth in Appendix B.

BUSINESS CLASSIFICATION – Described in Appendix B - CHECK ONE: ☐ LARGE (Y) ☐ SMALL (B)

☐ MINORITY-OWNED SMALL (X) ☐ MINORITY OWNED LARGE (V) ☐ WOMEN-OWNED SMALL (C)

☐ WOMEN OWNED LARGE (A) ☐ NON PROFIT (9)

CHECK ONE: ☐ INDIVIDUAL ☐ PARTNERSHIP ☐ CORPORATION

State in which Incorporated: _____

Vendor Legally Authorized Signature

Date

Print Name and Title

Sealed proposals subject to terms and conditions of this Request for Proposal will be received by the Fairfax County Purchasing Agent at 12000 Government Center Parkway, Suite 427, Fairfax, Virginia 22035-0013 until the date/time specified above.

AN EQUAL OPPORTUNITY PURCHASING ORGANIZATION

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1. General Information:

- 1.1 This solicitation is issued under the authority granted to Fairfax County to create a public-private partnership established by the Public-Private Education Facilities and Infrastructure Act of 2002. The submissions received in response to this Request for Proposal shall establish the qualifications and experience of the offerors at the Conceptual Stage. The County will subsequently issue another Request for Proposal to the offerors deemed qualified through this solicitation for the remainder of the Conceptual Stage submissions (Project Characteristics, Project Financing, and Project Benefit and Compatibility). The project title is Reston Town Center North Redevelopment (Blocks 7 and 8). The intent of this Request for Proposal (RFP) is to identify potential development partners to enter into a public-private partnership to redevelop the 6.65 acre County of Fairfax, Virginia owned property, located in Reston, Virginia, known as "Blocks 7 and 8, Reston Town Center North."

2. Pre-Proposal Conference:

- 2.1 An optional pre-proposal conference will be held on July 23, 2015 at 2:00 PM in the Fairfax County Government Center, Conference Room 2-3, 12000 Government Center Parkway, Fairfax, Virginia. Attendees requiring special services are asked to provide their requirements to the Department of Purchasing and Supply Management (DPSM) ADA representative at (703) 324-3201 or TTY 1-800-828-1140. Please allow seven (7) working days in advance of the event to make the necessary arrangements.
- 2.2 The purpose of the pre-proposal conference is to give potential offerors an opportunity to ask questions and to obtain clarification about any aspect of this RFP-Part 1. Offerors may submit any questions pertaining to the RFP-Part 1, in writing, prior to the pre-proposal conference to DPSM at george.bright@fairfaxcounty.gov.

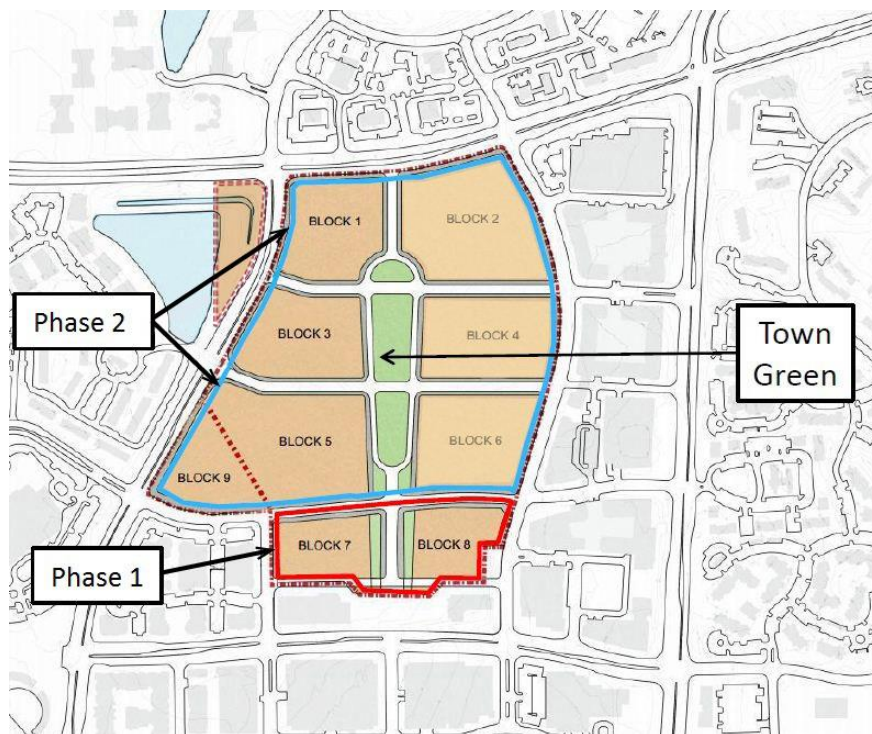
3. Project Characteristics:

- 3.1 On behalf of the Fairfax County Board of Supervisors (BOS), the Department of Public Works and Environmental Services (DPWES) is seeking firms that have a proven combination of experience, financial capacity, and expertise in the design, development and construction of master-planned developments including land assemblages, public-private partnerships, mixed-use development, including; affordable housing development, commercial development involving office and retail development, and the integration of public uses in redevelopment. Furthermore, the County is seeking firms that have a track record of understanding the public culture, the effects of public and private cultures on forming a unique partnership culture, and understanding the different views of "who the public is." The firms must demonstrate comprehension of the challenge, prior success in meeting that challenge, and be able to function effectively, possibly for a very long time, in the shared space of a public-private partnership.
- 3.2 Fairfax County's goal with the Blocks 7 and 8 RFP, as well as the overall Reston Town Center North redevelopment, is to provide and upgrade needed public facilities and services, and leverage County assets in a way that supports revitalization, redevelopment, and economic growth.
- 3.3 Blocks 7 and 8 represent Phase 1 of the redevelopment of 49.91 acres of Reston Town Center North into a grid of streets and blocks per a Comprehensive Plan

amendment approved in February, 2014. The Reston Town Center North property is a mix of parcels owned by the Fairfax County Board of Supervisors (County), the Fairfax County Park Authority (FCPA), the Fairfax County Redevelopment and Housing Authority (FCRHA), and Inova Health Care Services (Inova). The Phase 1 properties (Blocks 7 and 8) are at the southern end of Reston Town Center North, are south of Bowman Towne Drive, and are owned by the County. Fairfax County and Inova are in the process of finalizing an Interim Real Estate Exchange Agreement (IREEA) to resubdivide the Phase 2 properties into a more urban form that will complement Reston Town Center. Future Phase 2 redevelopment, for properties north of Bowman Towne Drive, is not part of this RFP.

- 3.4 Reston Town Center North will utilize a grid of streets that form blocks, as shown on page 98 of 116 of the Amendment to the Comprehensive Plan, Item ST09-III-UP1(A), as adopted on February 11, 2014. Fairfax County will own Blocks 1, 3, 5, 7, and 8, plus Parcel 3F to the west of Town Center Parkway, FCRHA will continue to own Block 9, and Inova will own Blocks 2, 4, and 6, as shown below. There is also a central open space area which will be owned by Inova, and is intended to be available for public use as a "Town Green." Development of Reston Town Center North will be subject to design standards that apply to Phases 1 and 2. Density for the properties will be apportioned to the respective owners Fairfax County, FCRHA and Inova based on percentage of acreage owned by each. Per the PRC District regulations (Zoning Ordinance, Section 6-308.3.C), maximum density is 50 residential dwelling units per acre, and per the Comprehensive Plan, maximum density is 0.90 non-residential Floor Area Ratio (FAR). Density can be shifted between County blocks 1, 3, 5, 7 and 8, as well as between Inova blocks 2, 4 and 6. It is anticipated that Blocks 7 and 8 will be allocated some of the County's Phase 2 density associated with Blocks 1, 3 and 5.

GRID OF STREETS AND BLOCKS



BLOCKS 7 AND 8, RESTON TOWN CENTER NORTH



- 3.5 Fairfax County intends to redevelop its blocks using a public-private partnership. Fairfax County views Blocks 7 and 8 as an opportunity to enter a partnership and begin mixed-use redevelopment as soon as possible. The three parcels which comprise Blocks 7 and 8 are currently owned by Fairfax County, and are not subject to the IREEA with Inova.
- 3.6 Until the full scope of County services and private development are negotiated, Fairfax County acknowledges and accepts that the final agreement may result in a developer payment to the County, a County payment to the developer, or be revenue neutral.

4. **Site Characteristics:**

4.1 Property Location

The property identified as Blocks 7 and 8 that is the subject of this Request for Proposals (RFP – Part 1) is comprised of three (3) parcels owned by the Board of Supervisors. The site area is bounded by Bowman Towne Drive to the north, Fountain Drive to the east, and Explorer Street to the west. Tax Map Parcels 17-1 ((1)) 12, 17-1 ((1)) 13, and 17-1 ((17)) 5A contain a total of approximately 6.65 acres located north of the Reston Town Center Urban Core in Reston, Virginia. The property currently houses the Embry Rucker Community Shelter (a 70-bed residential shelter operated by Cornerstones on behalf of Fairfax County) and the Reston Regional Library.

4.2 Site Area Context

The site is in Reston, which has an advantageous location midway between Tysons and the Washington Dulles International Airport, and enjoys excellent access and proximity to the Dulles Toll Road, the Fairfax County Parkway, and Reston Parkway. The site is part of the Reston Town Center and thereby enjoys excellent proximity and easy walking distance to existing residential, office, retail, parks, open space and hotel uses. The Property is within 2 miles of the Wiehle-Reston East station of the Metrorail Silver Line and will be within one mile of the future Reston Town Center station,

scheduled to open in 2019.

4.3 Reston Market Area

Reston is located along the Dulles Corridor that links Tysons and Dulles International Airport. It is the high-tech center of the Washington Metropolitan Area. The corridor is home to Information Technology (IT), telecommunications and defense industries, as well as one of the fastest growing international airports in the United States. More than one-half dozen Fortune 500 companies have their national headquarters in the Dulles Corridor and Tysons. See Fairfax County Economic Development Authority's Reston market profile at http://www.fairfaxcountyeda.org/sites/default/files/publications/reston2015_profile.pdf.

The Reston Town Center features full service Class A office space, residential apartments and condominiums, a vibrant mix of retail, and pedestrian walkways and public spaces. It is nationally recognized as a model of successful mixed use development.

4.4 Dulles Corridor Metrorail Project (Silver Line)

The Washington Metropolitan Area Transit Authority (WMATA) Dulles Corridor Metrorail Project is being developed under the auspices of the Commonwealth of Virginia through an agreement with the Metropolitan Washington Airports Authority (MWAA). MWAA is managing the operation and maintenance of the Dulles Toll Road and the construction of the Metrorail Silver Line extension. WMATA is providing technical assistance and oversight to the rail project during construction and is the owner and operator of the Phase I portion of the extension that opened for passenger service in July 2014. The extension will serve Tysons (Virginia's largest employment center); the Reston-Herndon area (the state's second largest employment concentration); and, Loudoun County which is one of the fastest growing counties in the nation. It will provide connectivity between the corridor's four major centers, including Tysons, Reston-Herndon, Dulles International Airport, and Loudoun County, with the District of Columbia.

4.4.1 Silver Line Phase I and Phase II

The Silver Line extension will significantly enhance accessibility of Reston to the greater Washington, DC region. The approximately 23-mile extension will seamlessly integrate with the current 106-mile Metrorail system, and be built in two phases. The 11.5 mile Phase I, which opened in July 2014, extends the Metrorail Silver Line via an Orange Line transfer at East Falls Church to four (4) new stations in Tysons (e.g., McLean, Tysons Corner, Greensboro, Spring Hill), and to a fifth station located in Reston (e.g., Wiehle-Reston East). The Wiehle-Reston East station currently serves as the terminus for the Silver Line until the Phase II extension to Loudoun County is completed.

The 11.6 mile Silver Line Phase II, scheduled for completion in 2019, will extend the Metrorail through Reston and Herndon to Dulles Airport, and to Route 772/Ryan Road in eastern Loudoun County with six new stations. This extension will provide two additional stations conveniently located to serve the Reston community (e.g., Reston Town Center and Herndon). The property that is the subject of this RFP is located within 1 mile of the planned Reston Town Center station.

4.4.2 Multi-modal Transportation.

In addition to the Metrorail extension itself, each of the three stations closest to Reston Town Center will be served by enhanced bus service, pedestrian access

and an improved street network to facilitate convenient access for pedestrians and cyclists.

5. Background:

5.1 Town Center History

5.1.1 Reston, a Planned Community

The planned community of Reston was founded by Robert E. Simon in the early 1960s. Reston was planned and has developed as one of the nation's landmark new towns. The original concept for Reston specified distinct locations for low, medium and high density residential uses, recreation facilities, community facilities, village centers and a vibrant mixed use town center. The town center within Reston was conceived as the area of highest intensity mixed use development within the Reston community. The greatest development flexibility related to use and intensity occurs within the areas designated as town center in Reston.

5.1.2 Reston Town Center North

In 1974, the Fairfax County Board of Supervisors purchased approximately 50 acres of the Reston Town Center North Property from Gulf Reston Inc. Public uses including the Reston Regional Library, the Reston Police Station, the North County Governmental Center, the Embry Rucker Community Shelter, and the North County Human Services Building were developed on the property. In addition, an approximately 5 acre parcel of land was transferred to the Fairfax County Park Authority in 1998 and is currently undeveloped. In 1986, the Board of Supervisors sold approximately 21.36 acres of the property to Fairfax Hospital (currently Inova Services, Inc.) for the development of various institutional uses including medical facilities and senior housing. In 1988, the Fairfax County Redevelopment and Housing Authority obtained approval for the development of 30 affordable townhouse units located on tax map parcel 17-1 ((1)) 3E.

5.2 Fairfax County Comprehensive Plan and Zoning

5.2.1 Comprehensive Plan

On February 11, 2014, the Board of Supervisors (BOS) adopted an amendment to the Comprehensive Plan to guide the redevelopment of the three Reston Transit Station Areas, including the area referred to as Reston Town Center North and the parcels subject to this RFP. In addition to the adoption of new land use recommendations within the Comprehensive Plan, the BOS directed staff to work with community stakeholders to incorporate urban design guidelines for Reston and to conduct a road network operational analysis to provide recommendations for an enhanced urban street network. The Urban Design analysis and street network analysis efforts are underway.

Blocks 7 and 8 - LOCATION WITHIN TRANSIT STATION AREA

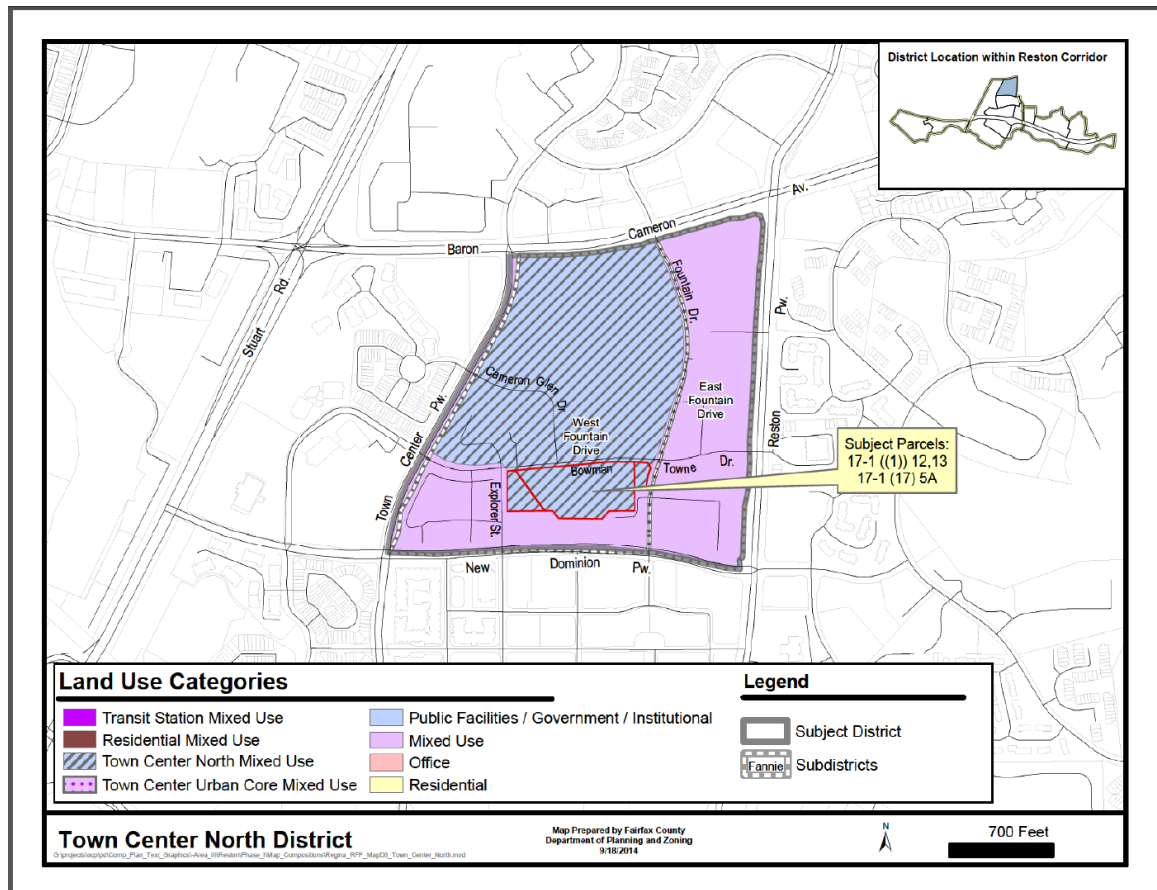


Each Transit Station Area has an area designated as a Transit Oriented Development District (TOD District) adjacent to one or more Non-TOD Districts. The subject property is specifically located within the Town Center North District – a Non-TOD District. The Comprehensive Plan notes in relevant part;

“This district is situated to the north of Reston Town Center urban core and south of Baron Cameron Drive (Avenue). It currently includes the North County Governmental Center, medical facilities, human services offices and elderly housing. The future land use pattern in this district should incorporate significant new residential development and new non-residential uses to complement the existing and planned public uses and the concentration of employment in the Reston Town center and a significant new open space to serve as a defining element in the organization of a new, more urban pattern of blocks. The future land use

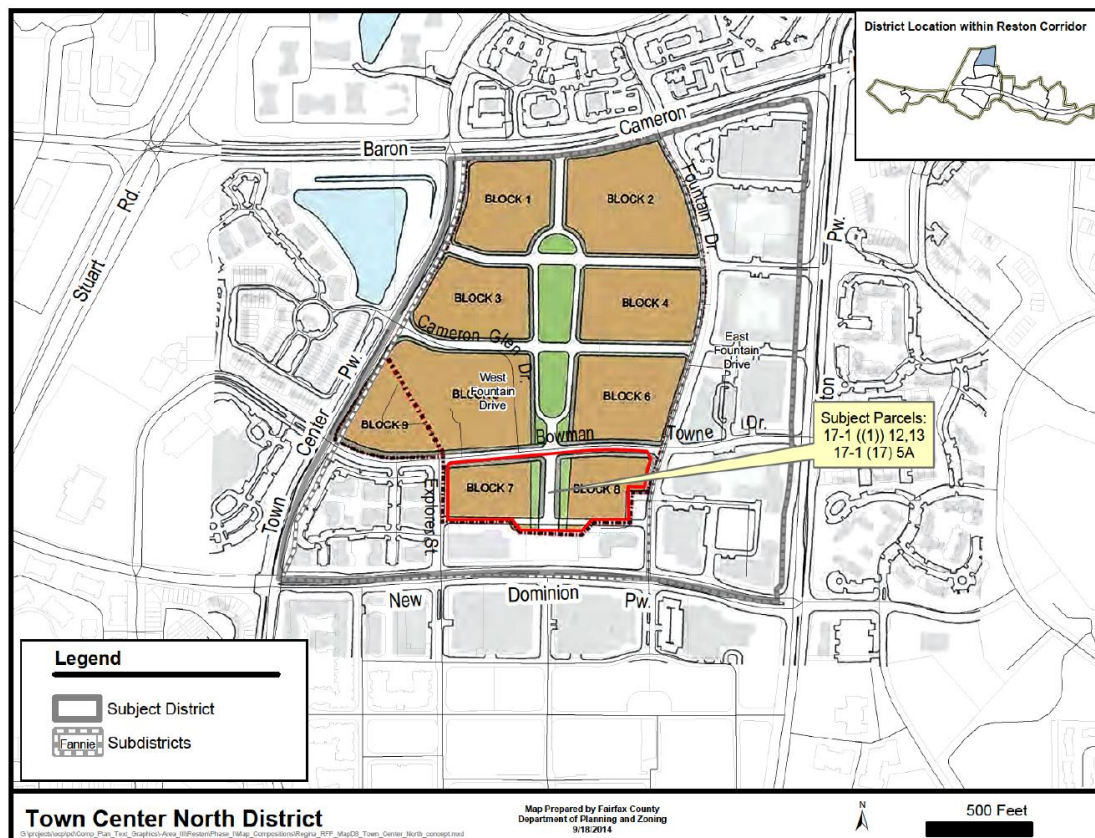
pattern should also allow for a transition from the urban core of the Town Center to the low density commercial use along the north side of Baron Cameron Drive and the adjacent residential neighborhoods....”

TOWN CENTER NORTH DISTRICT



The Comprehensive Plan envisions the Town Center North District as an extension of the Town Center Urban Core, with a significant civic presence at a lower overall intensity. The Plan envisions a tapering of heights from south to north and east to west, with a pedestrian friendly grid of streets. The Comprehensive Plan further designates the Reston Town Center North property with the land use category of Town Center North Mixed Use. A concept plan for the future redevelopment of Town Center North Mixed Use Area showing an urban street grid and major open space amenity is shown in the Comprehensive Plan as reproduced in the exhibit below, with Blocks 7 and 8 highlighted in red.

TOWN CENTER NORTH CONCEPT PLAN



The Town Center North District Mixed Use Area is planned for up to 0.90 FAR for non-residential uses, which should include office, public, institutional, medical care, hotel, retail uses, and a minimum of 1,000 residential dwelling units. Public uses may include public safety, libraries, shelters, schools, a recreation center, government offices, a performing arts center and institutions of higher learning. Offerors are encouraged to review the complete text of the Comprehensive Plan pertaining to the Reston Town Center Transit Station Area for more detailed information accessible via the link below:

<http://www.fairfaxcounty.gov/dpz/comprehensiveplan/adoptedtext/2013-05.pdf>

5.2.2 Zoning Process – Town Center North District

On May 10, 1976, the BOS approved rezoning application RZ 74-2-113 with proffers which rezoned a significant portion of the Reston Town Center North property to the PRC District. The approved development plan designated the site for town center uses and showed the site to be developed with the North County Governmental Complex. This zoning case also included approximately 22 acres of land north of Baron Cameron Avenue which is not within the Reston Town Center North property.

In order to achieve the development envisioned in the 2014 Town Center North concept plan, and as described in Section 1, Inova will file, on behalf of Fairfax County and Inova, a rezoning application to consolidate the land area referred to as Reston Town Center North under an overall (Phases 1 and 2) development plan that depicts the conceptual development blocks, grid of streets, streetscape, and

density referenced by the Comprehensive Plan. This will ensure that Reston Town Center North is subject to a unified plan of development consistent with the Comprehensive Plan.

5.3 Ownership

The approximately 6.65 acre site area of Blocks 7 and 8 is owned by the Fairfax County Board of Supervisors.

6. **Project Vision, Goals and Requirements:**

6.1 Project Vision

The redevelopment of Blocks 7 and 8 is intended to preserve the existing public uses through their integration into redevelopment that creates a vibrant urban mixed-use environment that complements the Reston Town Center Urban Core area. The overall Reston Town Center North property provides the potential to construct up to 0.90 FAR of nonresidential uses, a significant open space feature, and up to 50 dwelling units per acre, exclusive of affordable dwelling units and any applicable bonus density in accordance with the density provisions of the Fairfax County Zoning Ordinance. The rezoning is anticipated to allow the shifting of FAR and units, with an expectation that higher densities will be placed in the southern areas, including on Blocks 7 and 8. It is expected that over time the redevelopment of the larger Reston Town Center North property will achieve an efficient urban form that serves as a logical extension of the existing Reston Town Center Urban Core area. The proposed coordinated redevelopment of Blocks 7 and 8 under a unified development approach will serve to begin the implementation of the vision for the Reston Town Center North area as set forth in the Comprehensive Plan.

6.2 Project Goals and Requirements

Fairfax County's primary goals for Reston Town Center North redevelopment include:

- Integration of Public Uses in an urban form
- Provision of housing opportunities that are affordable for a broad range of income levels, including the creation of new workforce housing in the Reston Town Center area
- Improved Multi-Modal Access
- Coordinated and Integrated Phasing of Redevelopment
- High Quality Site Design
- Complementing but not copying Reston Town Center

6.2.1 Consolidation

The County prefers proposals for the redevelopment of the entirety of Blocks 7 and 8 that is the subject of this RFP, but will also consider proposals for redevelopment of only one Block. The County is open to review proposals from Offerors that consolidate the land area of this RFP with immediately adjacent parcels, especially a consolidation with the parcel to the south that will allow a street connection to New Dominion Parkway, as contemplated in the Comprehensive Plan. Offerors pursuing consolidation should research and work directly with the other land owners to understand the issues, willingness, terms and conditions, and timelines associated with each property owner regarding the proposal to include their land in a coordinated redevelopment with Blocks 7 and 8. If proposing a consolidation, Offerors should provide proof of an option agreement with adjacent landowners.

6.2.2 Design

The Comprehensive Plan text includes urban design recommendations and guidance on the transportation network, green buildings, and infrastructure. Basic premises of the Plan for the Town Center North District are to encourage redevelopment that complements the highly successful Reston Town Center Urban Core to the south; provides mixed-use development; incorporates a Regional Library, a Community Shelter, a Human Services facility and other institutional uses; is compatible with proposed redevelopment of property to the east of Fountain Drive; provides pedestrian access through and among parcels; and will adopt the street grid layout shown on page 98 of 116 of the Amendment to the Comprehensive Plan, Item ST09-III-UP1(A), as adopted on February 11, 2014.

7. **Project Oversight:**

7.1 The County has engaged a real estate agent and advisor to assist the County in the redevelopment of Blocks 7 and 8. The real estate agent and advisor will assist the County in the evaluation of the proposals and qualifications; however, all determinations and decisions on the selection of a Developer, Development Team, the Project and disposition of the Property will belong to the County.

7.2 Project oversight will be provided by:

Department of Public Works and Environmental Services (DPWES)
Capital Facilities, Building Design and Construction Division,
Public Private Partnerships Branch
12000 Government Center Parkway, Suite 449
Fairfax, Virginia 22035

8. **Proposal Submission Requirements:**

8.1 The following items will be considered in the evaluation and selection of proposals. The County reserves the right to reject any proposal. Factors to be considered in this phase of the selection to determine the offeror's qualifications and experience include:

Qualifications and Experience: (See worksheet A).

- a. Identify the legal structure of the firm or consortium of firms making the proposal. Identify the organizational structure for the project, the management approach and how each partner and major subcontractor in the structure fits into the overall team. All members of the offeror's team, including major subcontractors known to the proposer must be identified at the time a proposal is submitted for the Conceptual stage. Identified team members, including major subcontractors (over \$5 million), may not be substituted or replaced once a project is approved and comprehensive agreement executed without the written approval of the County.
 - i. Offerors must identify the lead Developer and the role of each member of the Development Team, as well as the proposed Project Manager and Project Architect. The addition of specialists to the Development Team will be allowed with the Conceptual Phase RFP Part 2.
 - ii. Please include any other information to assist Fairfax County in its

evaluation of the Proposal including a statement of why Fairfax County should qualify the Offeror and its Development Team.

- b. Describe the experience of the firm or consortium of firms making the proposal and the key principals involved in the proposed project including experience with projects of comparable size and complexity. Describe the length of time in business, business experience, public sector experience and other engagements of the firm or consortium of firms. Describe the past safety performance record and current safety capabilities of the firm. Describe the past technical performance history on recent projects of comparable size and complexity, including disclosure of any legal claims of the firm. Include the identity of any firms that will provide design, construction and completion guarantees and warranties and a description of such guarantees and warranties. Provide resumes of the key individuals who will be involved in the project.
 - i. A list of any projects on which the Offeror, its parent company, or any member of the Development Team has defaulted, declared bankruptcy, or had liquidated damages assessed, and an explanation of each default, bankruptcy, or liquidated damages assessment.
- c. For each firm or major contractor (\$1 million or more) that will be utilized in the project, provide a statement listing all of the firm's prior projects and clients for the past 3 years with contact information for such clients (names/addresses/ telephone numbers). If a firm has worked on more than ten projects during this period, it may limit prior project list to ten, but shall first include all projects similar in scope and size to the proposed project, and second, it shall include as many of its most recent projects as possible. Each firm or major subcontractor shall be required to submit all performance evaluation reports or other documents in its possession evaluating the firm's performance during the preceding three years in terms of cost, quality, schedule, safety and other matters relevant to the successful project development, operation, and completion.
- d. Provide the names, addresses, and telephone numbers of persons within the firm or consortium of firms who may be contacted for further information.
- e. Provide a current or most recently audited financial statement of the firm or firms and each partner with an equity interest of twenty percent or greater for the past three fiscal years.
 - i. Statements regarding the offeror's financial creditworthiness and past development experience which can be verified, including the names and addresses of at least three (3) commercial or institutional credit references and a letter authorizing each credit reference to respond to inquiries from Fairfax County. At least two (2) of the references should be lending institutions.
- f. Identify any persons known to the private entity who would be obligated to disqualify themselves from participation in any transaction arising from or in connection to the project pursuant to The Virginia State and Local Government Conflict of Interest Act, Chapter 31 (§ 2.2-3100 et seq.) of Title

2.2.

- g. Identify proposed plan for obtaining sufficient numbers of qualified workers in all trades or crafts required for the project.
- h. Provide information on any training programs, including but not limited to apprenticeship programs registered with the U.S. Department of Labor or a State Apprenticeship Council, in place for employees of the firm and employees of any member of a consortium of firms.
- i. Provide information on the level of commitment by the firm to using small, women-owned, or minority businesses in developing and implementing the project.
- j. For each firm or major subcontractor that will perform construction and/or design activities identified as part of the Conceptual Proposal Part 1, provide a sworn certification by an authorized representative of the firm attesting to the fact that the firm is not currently debarred or suspended by any federal, state or local government entity.
- k. Describe worker safety training programs, job-site safety programs, accident prevention programs, written safety and health plans, including incident investigation and reporting procedures.
- l. Virginia Code 22.1-296.1C provides: "Prior to awarding a contract for the provision of services that require the contractor or his employees to have direct contact with students, the school board shall require the contractor and, when relevant, any employee who will have direct contact with students, to provide certification that (i) he has not been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child; and (ii) whether he has been convicted of a crime of moral turpitude." Identify the proposed plan for complying with the intent of Va. Code §22.1-296.1C if the contractor or its employees or subcontractors, will have direct contact with students.
 - i. Detailed information regarding any criminal indictments or felony convictions of the Offeror or any principal, officer, director, partner, member, manager or equivalent of any person or entity constituting a member of the Development Team.

9. Copies and Submission:

- 9.1 One (1) original (duly marked) and ten (10) copies of the Proposal shall be delivered to the following address. Electronically stamped delivery receipts are available.

Department of Purchasing and Supply Management (DPSM)
12000 Government Center Parkway, Suite 427
Fairfax, Virginia 22035-0013
Telephone: 703-324-3201

- 9.2 Offerors are reminded that changes to the Request for Proposal, in the form of addenda, are often issued between the issue date and no later than three (3) days before the closing of the solicitation. All addenda MUST be signed and submitted to the Department of Purchasing and Supply Management, 12000 Government Center Parkway, Suite 427, Fairfax, VA 22035 before the time and date of the closing of the

bid or must accompany the bid. Notice of addenda will be posted on eVA, the DPSP current solicitation webpage. Offerors are encouraged to monitor the web page for the most current addenda at www.fairfaxcounty.gov/dpsm/solic.

10. Fees Required with Submission:

10.1 There are no fees required for submission of any proposal.

11. Late Proposals:

11.1 Proposals received in the Office of the County Purchasing Agent after the date and time prescribed shall not be considered for qualifications and shall be returned to the Offeror.

12. Proposal Evaluation Criteria

12.1 All qualifications and experience criteria are weighted equally.

13. Proposal Evaluation and Selection Process:

13.1 Only proposals complying with the requirements of the PPEA that contain sufficient information for meaningful evaluation, and that are provided in an appropriate format, as described in this solicitation, will be considered for further review. The County will establish a Conceptual Proposal Committee to review proposals received under this solicitation.

13.2 The County may, at any time, request any additional information it deems relevant and/or necessary for the purposes of its evaluation and decision making process.

13.3 The County reserves the right, at its sole discretion, to reject any or all proposals it deems incomplete or unresponsive to the submission requirements.

14. Trade Secrets / Proprietary Information:

14.1 Trade secrets or proprietary information submitted by an Offeror in connection with a procurement transaction shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, Offerors must invoke the protections of this section prior to or upon submission of the data or other materials.

14.2 The Offeror must identify the data or other materials to be protected and state the reasons why protection is necessary. Disposition of material after award(s) should be stated by the Offeror.

15. Americans With Disabilities Act Requirements:

15.1 Fairfax County Government is fully committed to the Americans with Disabilities Act (ADA) which guarantees non-discrimination and equal access for persons with disabilities in employment, public accommodations, transportation, and all County programs, activities and services. Fairfax County government contractors, subcontractors, vendors, and/or suppliers are subject to this ADA policy. All individuals having any County contractual agreement must make the same commitment.

- 15.2 Fairfax County is committed to a policy of nondiscrimination in all County programs, services, and activities and will provide reasonable accommodations upon request. Offerors requesting special accommodations should call the Department ADA representative at (703) 324-3201 or TTY 1-800-828-1140. Please allow seven (7) working days in advance of the event to make the necessary arrangements.

16. State Corporation Commission Identification Number:

- 16.1 Pursuant to *Code of Virginia*, §2.2-4311.2 subsection B, an Offeror organized or authorized to transact business in the Commonwealth pursuant to Title 13.1 or Title 50 is required to include in its proposal the identification number issued to it by the State Corporation Commission (SCC). Any Offeror that is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 or as otherwise required by law is required to include in its bid or proposal a statement describing why the Offeror is not required to be so authorized. Any Offeror that fails to provide the required information may not receive an award.

VIRGINIA STATE CORPORATION COMMISSION (SCC)
REGISTRATION INFORMATION

The bidder:

☐ is a corporation or other business entity with the following SCC identification number:

_____ **-OR-**

☐ is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

☐ is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the bidder in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder's out-of-state location) **-OR-**

☐ is an out-of-state business entity that is including with this bid/proposal an opinion of legal counsel which accurately and completely discloses the undersigned bidder's current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

Please check the following box if you have not checked any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for bids: ☐

BUSINESS, PROFESSIONAL AND OCCUPATIONAL LICENSE

All firms located or operating in Fairfax County must obtain a Business, Professional and Occupational License (BPOL) as required by Chapter 4, Article 7, of the Code of the County of Fairfax, Virginia. In order for the Department of Tax Administration to determine your BPOL requirement prior to contract award, it is necessary for you to provide the following information:

- If you currently have a Fairfax County business license, please submit a copy with your proposal.
- Do you have an office in:
Virginia ☐ Yes ☐ No
Fairfax County ☐ Yes ☐ No
- Date business began/will begin work in Fairfax County

A detailed description of the business activity that will take place in Fairfax County. If business is located outside of Fairfax County, give the percentage of work actually to be done in the County

Signature

Date

Complete and return this form or a copy of your current Fairfax County Business License with your proposal.

CERTIFICATION REGARDING DEBARMENT OR SUSPENSION

In compliance with contracts and grants agreements applicable under the U.S. Federal Awards Program, the following certification is required by all offerors submitting a proposal in response to this Request for Proposal:

1. The Offeror certifies, to the best of its knowledge and belief, that neither the Offeror nor its Principals are suspended, debarred, proposed for debarment, or declared ineligible for the award of contracts from the United States federal government procurement or nonprocurement programs, or are listed in the *List of Parties Excluded from Federal Procurement and Nonprocurement Programs* issued by the General Services Administration.
2. "Principals," for the purposes of this certification, means officers, directors, owners, partners, and persons having primary management or supervisory responsibilities within a business entity (e.g., general manager, plant manager, head of a subsidiary, division, or business segment, and similar positions).
3. The Offeror shall provide immediate written notice to the Fairfax County Purchasing Agent if, at any time prior to award, the Offeror learns that this certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
4. This certification is a material representation of fact upon which reliance will be placed when making the award. If it is later determined that the Offeror rendered an erroneous certification, in addition to other remedies available to Fairfax County government, the Fairfax County Purchasing Agent may terminate the contract resulting from this solicitation for default.

Printed Name of Representative: _____

Signature/Date: _____/_____

Company Name: _____

Address: _____

City/State/Zip: _____

SSN or TIN No: _____

QUALIFICATIONS WORKSHEET A

Offerors qualifications should demonstrate a proven combination of experience, financial capacity, and expertise in the design, development and construction of master-planned developments including land assemblages, public-private partnerships, mixed-use development, including; affordable housing development, mid-level and/or high-rise residential development, commercial development involving office and retail development, and the integration of public uses in redevelopment.

Offerors must provide illustrative materials on five (5) recent projects of similar or comparable scope with specific emphasis on innovative mixed-use development projects. At least one of the five projects must have been completed in the Washington-Baltimore area. Each of the five projects must have a value of at least \$100,000,000, with one project having a value of at least \$125,000,000 (adjusted for 2015 dollars).

Offerors must provide illustrative materials on one (1) recent project with a government or institutional agency as a client.

Past Performance examples shall include at a minimum:

- a. Name/address/location of project
- b. Development team members including lead developer, project architect, general contractor, lender(s) and equity provider(s)
- c. References including names, addresses, telephone numbers and email addresses and a letter authorizing each reference to respond to inquiries regarding the design, financing and development of the project as well as prior projects
- d. Site plan, photographs, project renderings
- e. Evidence of design excellence and inclusion of sustainable design features
- f. Development scope
 - i. Land area (square feet)
 - ii. Square footage of buildings (broken down by product type)
 - iii. Residential unit mix (market rate units and below market rate units)
 - iv. Non-residential use mix (square footage of each use)
 - v. Parking spaces and orientation (above grade structured, surface, below grade)
 - vi. Construction type (high rise, mid-rise, low rise)
- g. Development costs (excluding land costs)
 - i. Total project development costs
 - ii. Hard costs by product type (total and \$ / s.f.)
 - iii. Soft costs
 - iv. Development fees
- h. The sources and amounts of project funding
- i. Project timeline from initial planning to land acquisition to construction completion and lease up/sale as well as current project status

- j. Challenges associated with the project
- k. Statement of how the project compares to the type of development sought with this redevelopment effort.
- l. Development structure – if the project was a Public-Private

Partnership / Offerors must provide the following information:

- a. Whether the project was in response to a solicitation
- b. Total consideration to the government including, but not limited to:
 - i. Land value (initial proposal and final negotiated agreement) amount, methodology for establishing amount (if applicable), timing of payments
 - ii. Affordable housing
 - iii. Other public benefits - list and identify the cost of each (i.e. public parking, public facilities, etc.)
 - iv. If the project received public financial assistance, provide the following information:
 - a. Form and structure of public financial assistance (i.e. tax-exempt bonds, below market debt, guarantees and other types of credit enhancement, grants, Tax Increment Financing, Payments In Lieu Of Taxes, etc.)
 - b. Amount of assistance / subsidy
 - c. Timing of assistance – when were the funds contributed (as applicable)
 - d. Initial proposed amount, timing, and terms
 - e. Final negotiated amount, timing, and terms
- c. Any factual measures of success including but not limited to:
 - i. Initial budget vs. final cost
 - ii. Projected Net Operating Income (NOI) for first stabilized year (and projected year) vs. actual stabilized NOI (and actual year of stabilization)
 - iii. Satisfaction of public entity (where applicable, demonstrate through past performance review)
 - iv. Schedules and deadlines

REQUIRED SUBMITTALS

Offerors must submit statements for the following:

- a. Identify the past, current or anticipated contractual or financial relationship of any member of the Development Team (including, but not limited to, the Developer partners or co-ventures) with Fairfax County. The Development Team must also disclose any contractual or financial relationship which may give the appearance of a conflict of interest (or, if applicable, provide a certification that no such contractual or financial relationship exists). Please see the Virginia State and Local Government Conflict of Interest Act, Chapter 31 (§ 2.2-3100 et seq.) of Title 2.2 for additional background.
- b. Describe the Offeror's contact with Fairfax County regulatory staff (representatives' names and meeting dates) regarding Reston Town Center North.
- c. Provide a sworn certification for each member of the Development Team attesting to the fact that the entity is not currently debarred or suspended by any federal, state or local government entity, nor have its principals operated as another entity that was or is so debarred or suspended.
- d. Provide a sworn certification for each member of the Development Team attesting to the fact that it has not declared bankruptcy, or operated under another entity name which declared bankruptcy, within the past 10 years.
- e. Provide a statement regarding the level of commitment by the Development Team to using small, women-owned, or minority businesses in developing and implementing the Project.

**Request for Protection of Trade Secrets or Proprietary Information Pursuant to Article 2,
Section 4.D.3 of the Purchasing Resolution and Va. Code Ann. § 2.2-4342(F)**

This form is provided as a courtesy to assist vendors desiring to protect trade secrets and proprietary information from disclosure under the Virginia Freedom of Information Act. In order to receive protection, you must (a) invoke the protection prior to or upon submission of the data or other materials, (b) identify the data or other materials to be protected, and (c) state the reason(s) why protection is necessary. Each of these requirements must be met with respect to the particular information for which protection is sought.

- a) Submission of this form with or without other reference to Article 2, Section 4.D.3 of the Purchasing Resolution or Va. Code Ann. § 2.2-4342(F) shall satisfy the invocation requirement with respect to data or other materials clearly identified herein.
- b) Identify the specific data or other material for which protection is sought. Suggested forms of designation include: listing the Proposal Section, Tab, or Page numbers; attaching to this form a copy of the table of contents from your Proposal with the relevant trade secret or proprietary contents highlighted; or identifying herein a document stamp used within the Proposal to designate the relevant materials (e.g. "all portions of the Proposal marked "Proprietary" or "Trade Secret"").

- c) For each distinct section of data or other information identified in response to paragraph b), above, state the reason(s) why protection is necessary. **NOTE:** Your explanation must do more than simply stating the materials are "proprietary," or "trade secrets," or "not publically available." You may attach additional sheets to this form as needed.

Certification Regarding Ethics in Public Contracting

In submitting this bid or proposal, and signing below, Offeror certifies the following in connection with a proposal or contract:

Check one:

☐

1. I have not given any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to any public employee or official have official responsibility for a procurement transaction.

☐

2. I have given a payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value to a public employee or official have official responsibility for a procurement transaction, but I received consideration in substantially equal or greater value in exchange.

If 2 is selected, please complete the following:

Recipient: _____

Date of Gift: _____

Description of the gift and its value:

Description of the consideration received in exchange and its value:

Printed Name of Bidder/Offeror Representative: _____

Signature/Date: _____ / _____

Company Name: _____

Company Address: _____

City/State/Zip: _____

This certification supplements but does not replace the requirements set forth in paragraph 64 (OFFICIALS NOT TO BENEFIT) of the General Conditions and Instructions to Bidders included in this solicitation.